

THE TRANSPORTATION LINK



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Last month our lead article highlighted the DOT OSDBU web site located at <http://osdbuweb.dot.gov>. The article focused on how small business can use the site to compete for, and win, transportation-related contracts.

We had such positive feedback on that article, that this month we are featuring the FedBizOpps web site located at <http://www.fedbizopps.gov/>. FedBizOpps is the single government point-of-entry (GPE) for federal government procurement opportunities. The FedBizOpps web site can be a very helpful tool for small businesses who want to learn about federal contracting opportunities. This web site was recently enhanced to improve its look and to add additional features. I hope this article will help you use the FedBizOpps web site for the benefit of your company.

The Federal Aviation Administration (FAA) is planning to award the BITS II (Broad Information Technology Services) Contract. Those of you who work in the information technology field may want to learn more about this large contract.

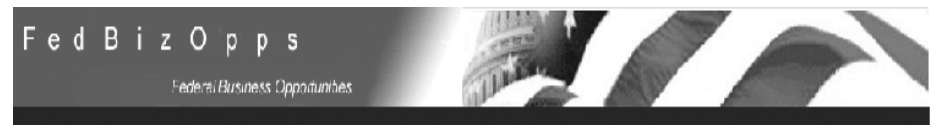
Our success story this month is General Environmental Management Services in Pittsburg, California. Their commitment to exceeding customer expectations led to their recognized success working for the Coast Guard.

Lastly, I want to welcome Ferguise Mayronne to the DOT OSDBU. His skills and experience make him a valued addition to the OSDBU team.

<http://www.fedbizopps.gov> - A Portal to Federal Business Opportunities

Federal Business Opportunities (FedBizOpps), located at [FedBizOpps.gov](http://www.fedbizopps.gov), is the single government point-of-entry (GPE) for posting solicitations and other procurement-related documents to the Internet. FedBizOpps was designated by the Federal Acquisition Regulation (FAR) as the mandatory GPE effective on October 1, 2001. At FedBizOpps, federal government buyers are able to publicize their business opportunities by posting information via the Internet. Through the FedBizOpps portal, commercial vendors – including small, woman-owned, and disadvantaged businesses – seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the federal contracting community.

(FedBizOpps was previously known as the Electronic Posting System [EPS]).



FBO Synopsis/Awards Search

On FedBizOpps, at <http://vsearch2.eps.gov/servlet/SearchServlet>, you can search for a synopsis or award. You can conduct extensive searches using the following criteria:

- **Full Text Search**
- **Active or Archived Documents**
- **Synopses or Awards**
- **Solicitation or Award Number**
- **Dates to Search**
- **Search By Place of Performance Zip Code**
- **Search By Set-Aside Code**
- **Search By Procurement Classification Code**
- **Search By Agency and Office Within Agency**

The full text search can be used in a number of convenient ways including searches for NAICS codes, key words, and opportunities in your state.

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FedBizOpps Vendors

The Vendor section of the FedBizOpps web site can be accessed at <http://www1.eps.gov/spg/index.html>.

In this section you can sign up for the Vendor Notification Service to receive procurement announcements from the Federal Business Opportunities (FBO). After subscribing you receive the following announcements by email:

- Presolicitation and their modification
- Notices of solicitation and solicitation amendment releases
- General procurement announcements

Three options are available:

1. Register to receive all notices from solicitation number.
2. Register to receive all notices from selected organizations and product service classifications.
3. Register to receive all procurement notices.

In this section you can also download the *FBO Vendor's Manual* (otherwise known as the *Vendor's User Guide*). Among other things, this manual instructs you on how to:

- **Browse active postings**

(<http://www.eps.gov/EPSVendorsManual/VG3-Browse.htm>) - The FedBizOpps system provides vendors with the ability to view active procurement notices by Posted Date, Classification Code, Set-Aside Type, as well as the ability to view active awards for a particular Agency/Office/Location.

- **Join and view a published list of vendors interested in a particular solicitation**

(<http://www.eps.gov/EPSVendorsManual/VG6-Interest.htm>) - This is useful for vendors who are interested in teaming on procurement opportunities. In order to register as an interested vendor for a particular solicitation, the "Register as Interested Vendor" button must be available from

the listing page for a solicitation. If the contracting officer has not enabled this service for this solicitation number, then the "Register as Interested Vendor" button will not be available. In this case, you will need to contact the point of contact listed in the synopsis for information regarding the bidder's list.

- **Access FBO Datafeed** (<http://www.eps.gov/EPSVendorsManual/VG7-Datafeed.htm>) - In addition to the FedBizOpps online system, there is also a datafeed file, available daily, for vendors to utilize. This datafeed file is posted to <ftp://ftp.eps.gov/>

Frequently Asked Questions

FedBizOpps has an extensive "Frequently Asked Questions" section located at <http://www.eps.gov/FAQs-r2-0622.html>. Included are General Questions, Buyer – Frequently Asked Questions, and Vendor – Frequently Asked Questions.

Questions range from "How can I reach the FedBizOpps Help Desk? ...to "Why can't I open files?" Whether you are a buyer or a vendor, you can find an extensive amount of information in the Questions and Answers section to help you.

FedBizOpps, Release 2

FedBizOpps, Release 2, was recently launched with several of the primary enhancements described above. As part of this upgrade, the front-end design and navigation of the FedBizOpps web site were enhanced to expand upon the improved look and feel implemented last February and to reorganize the vendor access page.

Also, Combined Synopsis/Solicitation Notices were added to allow the buyer to publish both a notice (synopsis) and a solicitation in a single FBO submission for commercial items, as defined by the FAR (Sub Parts 5.202 & 12.603). The combined synopsis/solicitation notice does not

require a minimum 15-day delay between notice and solicitation release, thus allowing both buyers and vendors to save time publishing and responding to a "commercial items" opportunity more quickly.

If you haven't taken the time to familiarize yourself with the FedBizOpps web site recently, hopefully the information shared in this article will help you maximize use of the expanded information and features provided on this valuable site!

Broad Information Technology Services Contract (BITS II)

The Federal Aviation Administration (FAA) is currently planning to award the BITS II Contract, (involving multiple awards). It is anticipated that BITS II will continue to provide services related to information technology. Although the decision is not final, the BITS II contractors will consist of small and small and economically disadvantaged businesses. Additional labor categories will be added to the BITS II contract to meet expanding technology requirements. The anticipated date of the Screening Information Request, (SIR) release is February /March 2003. The anticipated award of BITS II will be on or before July 30, 2003. There have been several unofficial releases of information regarding BITS II. This is the first official release of information by the contracting officer.

Contractors interested in being included on a BITS II vendor's list either as a prime contractor or as a team member to a prime contractor should identify their preference and e-mail sharonda.davis@faa.gov.

You can learn more about this opportunity on the FAA web site at <http://www.eps.gov/spg/DOT/FAA/HQ/2548/SynopsisP.html>

General Environmental Management Services (GEMS) — Providing a Safe and Healthy Environment

Richard Camacho is the owner of General Environmental Management Services (GEMS), a licensed General Engineering Contractor in Pittsburg, California. GEMS performs work in the field of hazardous waste management, soil remediation, facilities decontamination, demolition, underground tank removal and installation, asbestos and lead abatement, lab pack drum handling, and the transportation and disposal of hazardous waste.

Mr. Camacho formed GEMS in 1990 as the sole employee. In the first two years he spent quite a bit of time trying to get federal, and state certifications. This soon became too time consuming and he decided to put it all behind him and refocus efforts on his company's core business - environmental construction. At the same time he started to more clearly define the type of service he wanted to provide to his clients. With redirected efforts in marketing and sales, GEMS started to get additional contracts. In the first three years of business, GEMS' annual revenues were very small. Their average annual sales and assets over the last three years have enabled GEMS to obtain bonds for million dollar projects.

Mr. Camacho emphasizes that his company has experienced controlled growth with a goal in mind. They are able to deliver a final product that exceeds the requirements and expectations of their customers. At GEMS they try to give 110% on all the work they do. Mr. Camacho believes very strongly that you have to instill that philosophy in your company from the top down.

In the 1980s, before Mr. Camacho started his own business, he worked for a comparable small business in the same line of work. This firm was very successful financially and it eventually was bought out by a large business. Mr. Camacho decided that he didn't want to work for such a large firm and report to "people in Chicago," so he set out to start his own business from scratch. He also did not want to work for a large

corporation because he does not think that large firms are able to maintain the customer service philosophies that a small firm can.

Mr. Camacho attributes a great deal



**Richard Camacho (GEMS)
and Sharon May (USCG)**

of his success to his upbringing. He was born in Guam and came to the West Coast when he was 8 years old. He was one of nine children, born to parents that he states "collectively did not have a 6th grade education." However, his parents did have a strong belief in learning and acquiring knowledge. They always encouraged a traditional higher education and learning by non-traditional means. His parents taught him to always do more than is expected of him, to do the best he can, and if there is something he doesn't know, they taught him that there is usually a way to find the answer.

Mr. Camacho also gives his wife, Jenifer, credit for being supportive of the life involved in starting and running a business. He states that she has been supportive in every way possible to help ensure the success of GEMS.

GEMS was recently awarded a MED (Minority Enterprise Development) Week award for their work on a wastewater removal contract at the United States Coast Guard (USCG) Communications and Master Station Pacific (CAMSPAC) site located at Point Reyes, California. This contract involves the collection,

transportation, and disposal of untreated wastewater in a pristine coastal area that is designated a National Seashore.

The Coast Guard reports that "GEMS provides quality, timely, and professional services - exceeding the performance requirements of the contract." Mr. Camacho often calls the Coast Guard customer just to check and make sure that they are satisfied and to see if anything is needed. The Coast Guard further states that "GEMS always goes the extra mile to ensure customer satisfaction to the USCG and their families."

Mr. Camacho explains that his drawback in doing more federal work is the tendency for the federal government to bundle projects together into bigger contracts where the bonding is prohibitively large, especially for environmental work. GEMS has found that it is better for them to work on smaller projects. They also only subcontract with other organizations that they know have similar objectives and philosophies.

Some of GEMS' other clients include, but are not limited to, the State of California Department of Parks and Recreation and Real Estate Services Division as well as the Department of Corrections.

When asked about his long term vision for the company, Mr. Camacho states that GEMS currently works in a slim vertical market, but there is an overlap between new construction and environmental work. Mr. Camacho believes that GEMS has the capability to expand into the broader field of general contracting that encompasses both.

We wish him continued success in those endeavors!

For more information on General Environmental Management Services, you can contact them by phone at (925) 427-4616, by fax at (925) 439-5854, or by e-mail at rcgems@attbi.com.

New Program Analyst at OSDBU

OSDBU is pleased to have Ferguise (Rick) Mayronne join the staff as a program analyst. In addition to general program analysis duties, he will assist the OSDBU Director in issues dealing with small business contracting and socio-economic programs.



Mayronne has worked for the U.S. Small Business Administration (SBA) for the last thirteen years, most recently as a senior business opportunity specialist and as the Acting Deputy Associate Administrator. His previous work at SBA helps him bring a wealth of program knowledge for our small business community. He also holds a Masters Degree in Business Administration (MBA).

The OSDBU staff wishes to extend a warm welcome to Ferguise, and looks forward to working with him in the future!

Ferguise Mayronne can be contacted by phone at (800) 532-1169 x65341 or by e-mail at Ferguise.Mayronne@ost.dot.gov

CALENDAR OF EVENTS FOR August/September 2002

DATE	EVENT	CONTACT
Sept. 11-14	Congressional Black Caucus Annual Legislative Conference at the Washington Convention Center Washington, DC	(202) 675-6730 1-800-784-2577 info@cbcfonline.org http://www.cbcfonline.org
Sept. 16-19	National Summit on Emerging Tribal Economics Phoenix, AZ	1-866-249-0268 http://www.lakotamall.com/nationalsummit/
Sept. 19-22	US Hispanic Leadership Institute 20th Annual Conference, Chicago, IL	Lisa Gamboa 312-427-8683 mgamboa@ushli.com http://www.ushli.com
Sept. 23-25	American Public Transportation Association (APTA) Annual Meeting and Expo Las Vegas, NV	Pam Boswell 202-496-4803 pboswell@apta.com http://www.apta.com
Sept. 24-27	20th Annual National Minority Enterprise Development (MED) Week Conference Washington, DC	Francis Addo 877-633-9335 faddo@terrastrategic.com http://www.medweek.gov
Sept. 26	Small Business Computer Security Workshops	http://csrc.nist.gov/securebiz/
Oct. 7	Federal Contracting Opportunities for Disabled Veteran Businesses North Highlands, CA	916-334-9388 http://www.theftc.org/THEFTC/Small_Biz_Services/FTC_Bus_FRAMESET2.htm

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